



**SERVICES TO PROCURE MEDICAID SUPPLEMENTAL DRUG REBATES  
AND OTHER MEDICAID PHARMACY BENEFIT REBATES**

Questions and Answers Regarding RFP  
**2011**

*General Questions*

1. Where can a Bidder obtain an electronic copy of all details necessary regarding this procurement; for example, schedule of requirements, scope of work, terms of reference, information about the tendering procedure and guidelines, list of items, and bill of materials required.

DVHA and the SSDC believe that all details necessary are contained in the RFP, any RFP related appendices and attachments, the RFP related Questions and Answers compilation in written form, and the Bidders' Conference Summary. Electronic copies of all of these can be found here:

<http://dvha.vermont.gov/administration/2011-requests-for-proposal>.

2. Would DVAH and the SSDC consider allowing an extension to the submittal deadline?

No.

3. Are companies in countries other than the United States eligible to participate in this procurement?

Any company who has the knowledge, skills, and experience to solicit, negotiate, and procure Medicaid supplemental drug rebate and other Medicaid pharmacy benefit rebates bids for the states that are members of the SSDC may participate in this procurement. Certain requirements apply. See the RFP for details; specifically, Section II-E Relevant Experience and References and Section IV, Step 1, Mandatory Proposal Requirements. All proposals that meet the Mandatory Proposal Requirements will be reviewed and evaluated by the Member States of the SSDC.

### *Rebate Operations*

1. Section II-D (page 23), bullet one appears to disqualify any Contractor who has "Any agreement with a pharmaceutical manufacturer . . . ." However, the SSDC approach favors "preferred" products over "non-preferred" products to garner the best discount/rebate. Is the statement in the bullet what is intended?

The statement is "Any agreement with a pharmaceutical manufacturer to share manufacturer rebates and discounts with the Contractor . . . ."

The SSDC does not allow the sharing of rebates or discounts with any Contractor. The sole revenue the Contractor can get under the contract with the SSDC is from the contract. The Contractor may not negotiate any benefit for itself with drug manufacturers. The sole benefit negotiated is the rebates and then all rebates collected are against the utilization in the Medicaid programs of the individual States. The receipts are then shared by each state with the federal Medicaid program. No portion is shared with the Contractor.

### *Contract Costs*

1. Is there an anticipated budget or value for the contract resulting from this RFP?

No predefined amount has been set for this contract.

2. Is there a contract value available for Goold Health's current contract?

The amount of Goold Health's current contract from September 1, 2007 through July 31, 2011 is \$632,875.